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Vacuum ♦  
Pneumatics ♦  
Motion Control ♦  
Electrical Controls ♦  
Systems Engineering ♦

## Business Development Specialists

**Neff Engineering of WI**, is a third generation, family owned distributor of automation products and solutions, dedicated to providing our customers with quality electrical, pneumatic, and other automation related products, backed by exceptional customer service.

A leader in the automation industry, Neff Engineering of Wisconsin is part of the Neff Group which operates three distribution companies in the Midwest. Our Group Mission is to provide factory automation solutions designed to “enhance our customers’ competitiveness.”

We are currently seeing Business Development Specialists to develop and grow new and existing business in the **Fox Valley**, **Madison**, **Milwaukee**, and **Wausau** areas.

To succeed in this position you will need to be highly competitive, goal oriented, and driven to succeed. This select group of professionals thrives on challenge and accomplishment. At Neff Engineering, we believe that superior sales professionals must have both confidence and competence to successfully recognize and pursue sales opportunities. Your career depends on determination, creativity, and decisiveness.

Successful candidates must possess strong communications and interpersonal skills so that they can interpret and respond to customers’ technical questions and present solutions effectively. Analytical and technical problem solving abilities are needed to develop automation solutions within the manufacturing setting. Applicants must have a practical electrical and/or mechanical aptitude along with experience with Microsoft Word and Excel. Results oriented candidates are invited to further their career with a growing premier distributor representing some of the most recognized automation product lines in the world.

**In return for your talents, Neff Engineering offers excellent compensation opportunities and a generous benefits package.** Compensation includes base salary and performance driven incentive pay (no cap). Benefits include low deductible health insurance, company car, short and long term disability, and a 401(K) plan with 2.5% company matching and a profit sharing component.

### Primary Duties and Responsibilities

- Identifying and developing new business opportunities at existing customers.
- Winning New Accounts
- Servicing and retaining existing business.
- Developing key relationships with account decision makers and decision influencers.
- Uncovering and understanding customers' business goals and challenges.
- Applying products and solutions to enhance customer productivity and performance.
- Creatively uncovering new applications for existing products.
- Working closely with the Inside Sales, Product Managers, and Applications Engineering staff to ensure that customer's needs are anticipated, communicated, and thoroughly serviced within the Neff Group's integrated customer service team.
- Developing a strategic sales plan to pursue targeted opportunities.
- Maintaining customer contact and activity database.

### Requirements

- The motivation to exceed expectations and contribute in a **best in class** organization and the determination and perseverance to succeed.
- The interpersonal ability to build customer relationships at all levels within a customer and to maintain a professional team attitude when working under pressure with other company employees.
- The communication and analytical skills necessary to describe products and parts, to explain mechanical processes, technical product features and their applicability to the customers' situation.
- A practical electrical and/or mechanical aptitude. A general understanding of electrical and pneumatic products is a definite plus as is the knowledge of valves, controls, cylinders, and other automation products. Candidates with the proper aptitude will be taught the skills needed to understand customers' technical needs, and to recommend the best product.
- The computer proficiency needed to efficiently manipulate data within Excel and work with Neff Engineering's CRM software which is based on Outlook.

### Educational Requirements

- AS or BS in Business, Communications or Psychology with practical Electrical or Mechanical aptitude, or an Engineering or Technology degree with strong interpersonal and communications skills. Extended experience will be accepted in lieu of completion of a formal degree program.

### **Submit Resume to:**

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